

Specialty and High Margin Commercial Stone Masonry

U.S. Region
Southwestern US

2021 Est. Revenue
\$39,000,000

2021 Est. EBITDA
\$9,581,000



Headquartered in Southwestern US, the Company is one of the largest and most reputable commercial masonry contractors. Currently staffed with 20 crews of highly skilled and trained workers, it provides an extensive list of masonry installation services: including concrete masonry units, prefabricated panels, precast, brick, and all types of stone. It also offers installation of all types of architectural masonry units in every shape and form, such as retaining walls, sound walls, screen walls, fire walls, elevator and stair shafts. The Company's target market includes clients demanding masonry construction for commercial projects, which typically include but not limited to hospitals, schools, office, retail, apartments, hotels, resorts, senior living, prisons, and more. It has solidly established itself in the last 20 years with over 300 clients and has become known within the region with owners, architects, and general contractors as the leading commercial masonry contractor.

Investment Considerations:

Strong Gross Profit: The Company's gross profit margin increased over the historical period from 23.1% of sales in 2018 to 31.5% of sales in 2020 and is expected to remain over at 31.5% over the pro forma period.

Strong Earnings: The Company has experienced strong growth in EBIT, from \$5,382,000 in 2018 to \$8,259,000 in 2020, representing a compound annual growth rate of 23.9%. The Company's EBIT represented 22.3% of sales in 2020 and grew consistently year-over-year in the historical period.

Management Will Remain through Transition: Ownership is interested and willing to remain with the Company after a transaction to facilitate an orderly transition to new ownership and, as appropriate, assist in achieving long-term strategic growth objectives.

Safety: The Company spared no expense in training and policy to carry the lowest eMOD rate in the industry at 0.65. The industry average eMOD rate is at 2.45.

Labor Compliant: The Company is one of the few construction companies to 100% E-verify and is I-9 compliant with all employees

Experienced and Tenured Staff: The Company fosters a workplace where extremely experienced and talented personnel are able to thrive and grow, and therefore remain long term.

Not Highly Dependent on Current Ownership: The Company's management is structured optimally with highly qualified and reliable personnel such that it can run well without ownership's presence.



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